

THE Pipeline REPORTER

NEWS ABOUT MUELLER MARKETS PLANTS PRODUCTS PERFORMANCE AND PEOPLE

SEPTEMBER 1986

Promotions Announced

Vice President-Marketing

James H. Egan has been named Vice President-Marketing for the Mueller Water and Gas Products Division (WGPD).

Since October of 1984, Mr. Egan has been with Mueller Co. as President-Judd Valve (Tulsa, Oklahoma). Prior to Mueller Co., he was International Manager with Wheatley Pump and Valve, Inc. in Houston, Texas. He also held a number of senior level marketing and sales positions with the Fluid Control Division of FMC, including International Sales Manager and Regional Manager-International.

James Egan

James Egan has been promoted to Vice President-Marketing for the Mueller Water and Gas Products Division (WGPD).



President-Judd Valve

Conrad Clingenpeel has accepted the position of President-Judd Valve. He has been with Mueller Company since February 1981, starting

as a Product Specialist in the Marketing Group of the Water & Gas Products Division. Since then he has held progressively responsible positions including Marketing Manager-Fire Protection, V-Pres. Marketing & Sales for the WGPD. Prior to joining Conrad Clingenpeel Mueller, Mr. Clingenpeel held various positions in Sales, Marketing, and Engineering. He attended Virginia Polytechnic Institute where he received his BS Degree in Civil Engineering.



Conrad Clingenpeel

Conrad Clingenpeel has accepted the position of President-Judd Valve. He has been with Mueller Company since February 1981, starting

Corporate Treasurer

Lawrence C. Maston has been named Corporate Treasurer of Mueller Co. In this new assignment, he has full responsibility for the

Treasury, Credit and Cash Management functions. As Corporate Treasurer, Mr. Maston will be an Officer of the Company.

Since November 1, 1984 he has been the Division Controller of the Water and Gas Products Division. Prior to that he has also spent time as Plant Controller, Chattanooga Plant, and Internal Audit Manager on the Corporate Staff.

Division Controller

Bruce Rounds has been named Division Controller of the Water & Gas Products Division. He replaces Larry Maston, who has been promoted to Corporate Treasurer.

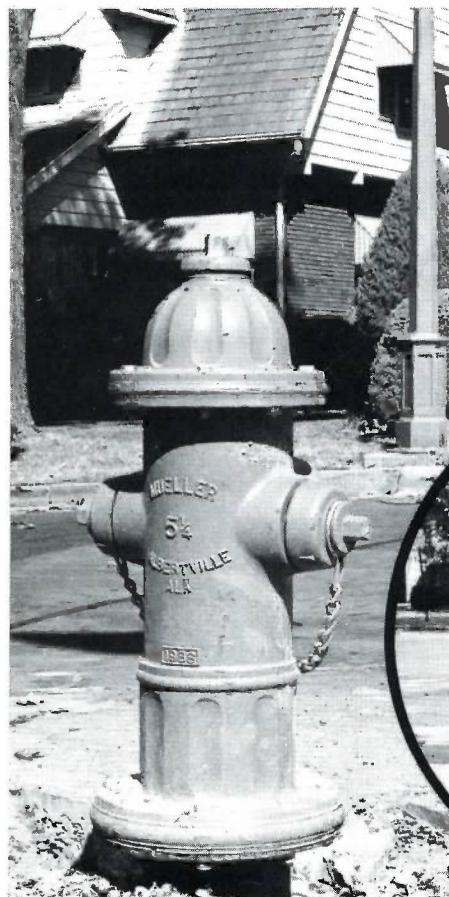
Mr. Round recently served in the capacity of Plant Controller for the Decatur Plant, a position he held since March 18, 1985. He joined Mueller Co. in June of 1981 as Corporate Manager of Tax and Accounting Systems, and also served as Corporate Manager-Planning and Control before moving to the Decatur Plant.

Prior to joining Mueller, Mr. Rounds was employed by Price-Water House & Co. in Peoria. He graduated from the University of Illinois with a B.S. degree in Commerce and he is a registered C.P.A.

Director-Corporate Personnel and Employee Relations

Loyd G. Hawkey has been named Director-Corporate Personnel and Employee Relations. In this new capacity, Mr. Hawkey assumes responsibility for the management of Compensation/Salary Administration, Employee Benefits, Employee Relations, Staffing and other personnel administration functions.

Mr. Hawkey joined Mueller Co. in February 1979 as Corporate Manager of Employee Relations and has been part of the Corporate Personnel Staff since that time. Prior to joining Mueller, he held various plant and headquarters staff Personnel & I.R. positions at McDonnell-Douglas, Emerson Electric and Georgia Pacific. He holds a B.S. degree from Eastern Illinois University.



This summer Mueller Centurion fire hydrants were installed along Decatur's Main Street, as these pictures show. And the same scene took place in many other places in the country and the world as well. In recent months Centurions have been shipped from Albertville to Indonesia, Japan, Korea, West Germany, England, Spain, Panama and the Virgin Islands.



Leopold's AFC 5000 Offers Integrated Filter Control

by Ray Gordon, Leopold Co.

Since its introduction a little over a year ago at the AWWA Conference and Exhibition in Washington, DC, Leopold's new AFC 5000 has generated hundreds of inquiries from consulting engineers and plant operators.

The AFC 5000 is just one example of Leopold's commitment to its expanding instrument marketing, research and development program. The F.B. Leopold Company, founded in 1924, dates as one of the oldest "filter companies" in the world. Today, Leopold offers the Water Treatment Industry a completely integrated "filter package" that includes filter bottoms, non-corrosive rotary agitators, fiberglass wash troughs, piping systems, and controls.



"Because of the changing nature of electronic technology, Leopold has made adjustments to adapt to the customer's current and future needs," observes Pete Luedke, Instrument Product Manager.

Mueller Co. President Fred Ausneymer participated in an August ceremony at the Decatur Civic Center at which company founder Hieronymus Mueller was inducted into the Decatur Hall of Fame. Mueller and 3 other nationally and historically prominent leaders were designated as the first Hall of Fame members. Their portraits are permanently on display at Decatur's downtown Civic Center.

The founder of Mueller Co., Hieronymus Mueller, emigrated to the United States from Germany and settled in 1857 in Decatur, then only a small village. He opened a small machine and gun shop, making rifles, repairing clocks and sewing machines — applying the mechanical know-how he'd gained as a machine shop apprentice in Mannheim, Germany.

Mueller Co.'s involvement with controlling the flow of fluids dates back to when Hieronymus Mueller was appointed Decatur City plumber shortly after he settled in the city. In those days, connecting a new customer's home or business to the water main was an awkward operation. If the connection wasn't driven into the main securely the first time, the plumber was thoroughly doused with the escaping water. So Mueller set out to find a better way.

After a great deal of experimental work, he produced in 1872 a device which taps water and gas pipes while under full pressure and maintaining full control over the fluid in the main. This invention was so good that it is still being used in all 50 states and some foreign countries, with little change in the original design. One of the most important designs in Mueller Co. history, the Mueller® Drilling and Tapping Machine brought national and international recognition to the firm more than 100 years ago. From that invention grew scores of other products for the control of water and natural gas...all stamped with the Mueller name, signifying the same high quality workmanship that Hieronymus himself practiced.

Pete views his role at Leopold as one that supports the total marketing effort by providing total package capability. His influence is felt strongly in the area of filter controls, especially in the air/water systems that Leopold has been supplying for the past nine years. "An air/water backwash sequence cannot be taken lightly," says Mr. Luedke. "Improper control can blow up the underdrain or carry over filter media into the wash troughs," he adds.

It was this need for reliable and flexible filter control that lead to the successful introduction of the AFC 5000. The system is designed for air/water or hydraulic backwash sequence control, and is easily expanded or enhanced using plug-in modules.

"We believe we have developed a cost effective, easily upgradable system in our AFC 5000 Automatic Filter Control Console," notes Mr. Luedke.

The console is easy to program in ladder logic. There is no higher level language or complicated module configuration. The components are modular for easy repair by replacement, and they are commercially available for easy access.

The AFC 5000 is designed to automatically control and monitor water and wastewater filters. The unit consists of a control console, programmable controller hardware and software and a loader/monitor. It allows operation in three modes: completely automatic, semi-automatic, and manual.

The waterworks market is very competitive, and there is a significant resistance to change, especially in the area of automated controls. In the face of this stiff competition, Leopold has invested time and resources in order to meet the needs of the future. A sure sign of success is the fact that the AFC 5000 will soon be operating in East Liverpool, Ohio; Midlothian, Texas; Myrtle Beach, South Carolina; and Anne Arundel, Maryland.

Strictly Personal

DECATUR

NEWS ABOUT MUELLER CO. EMPLOYEES AND THEIR FAMILIES

SEPTEMBER 1986

Manager's Corner

We are all buyers at times and when we purchase an item we have to make decisions, concerning cost, quality, appeal, color, etc. Companies go through the same thought processes when they decide to purchase a product or service.

We recently conducted a survey of the parking lots in the Decatur Plant and found that 20.2% of the people on that day were driving a foreign made automobile. I am sure that those people who purchased a foreign car went through the same painstaking decision process to buy that automobile as Mueller Company does when it buys goods and services. In the

case of buying the automobile, I believe many of the people made the decision based on quality and price. In other words, they must have felt that the foreign made product was of acceptable or better quality or that the price was lower than automobiles made in the United States.

The same logic is used by Mueller Co. when we are faced with purchasing such items as castings. The company however must take into account another important factor in its decision making process. The factor is: what are our competitors doing? In the case of iron castings we know some of our competitors are buying quality castings overseas and that these foreign castings are at a very low price, giving our competition a potential cost advantage over us.

Since the people who buy our products make their decision much the same way we do, on quality and price, we must take advantage of lower costs when the opportunity presents itself. If we fail to do this, sooner or later our product line will be undersold and sales reduced to the point where the product will be discontinued. That means fewer dollars coming and probably fewer jobs as a result of the loss of business.

We must do those things we know best and are good at and let others do things for us where we are not competitive. In the long run lower costs will result in more volume and more not less jobs. Decisions like buying foreign castings is never easy; but sometimes very, very necessary for the good of the plant and the majority of its employees.

Bill Riner



Decatur Area Arts Council

On My Own Time

Your very own art work and crafts will be part of a special art exhibit sponsored by Mueller Co. and the Decatur Area Arts Council.

As part of the annual "On My Own Time" arts program, this exhibit is designed especially for you to show off your creative talents and abilities. Mueller Co. will furnish prize money for the 1st, 2nd and 3rd place winners chosen by our representatives at the Mueller Co.

One to three winners will be chosen from the company exhibit which will be held November 4-19. Judging will take place November 11-13. Judges are selected by the Arts Council.

Winning art works become part of an exhibit at Kirkland Fine Arts Center at Millikin University from December 2-12. A reception will be held for all artists and guests on Tuesday, December 2, from 7:00 to 8:00 p.m.

Entries may be made in the following categories: painting, drawing, photography, pottery, sculpture, printmaking, collage or assemblage, and handicrafts with original detail.

Each of you may enter up to three art works in any category; all work must be original. There is an entry fee of \$1.00 per entry, to help defray costs of a catalog that will be distributed at the Kirkland exhibit. All Kirkland exhibitors (company winners) will be listed in the catalog.

Entry forms and labels for your art work are available from Delores "Dodie" Luker in Personnel at 423-4471 ext. 256. Deadline for entries is November 10, 1986. Please contact Dodie for more information.

Pessimism

Pessimism is a disease. Once a person gets to thinking negatively, it does something to his mental calculations. Soon life is adding only the dismal moments of life, multiplying only the despairing minutes and recording only the dark moments of the soul.

Pessimism is like excess baggage. It serves no purposeful cause, and is always in the way.

Pessimism is like a polluted stream. Its aroma lingers over every plan, its path crosses every beautiful possibility and its contribution to life is always in what it withholds.

Pessimism is an attitude. It is the way a person looks at things, how he reacts, how he plans his life. If he listens to the bad side, and reacts and plans accordingly, then his attitude is pessimistic.

A pessimist is like an athlete who has become discouraged and laid aside his game. It means he has had his greatest day, he has reached his highest moment, he has had his fun. From then on, it's all down hill.

—C. Neil Strait



The 1st Place Team is, from left to right: Steve Moroney, Rusty Logue, Jim Phipps. Back row, left to right: Bob Durham, Jerry Collins, and Steve Dunn.



This year's 2nd Place Team is, from left to right front: Herb Gibson, Ron Clark. Back row, left to right: Dave Morris, Terry Shuff, Kyle Anderson, and Ted Workman.



1986 Mueller Golf League

1986 proved to be another exciting year for the Mueller Golf League. There were ten teams in the Tuesday night league. There were two tournaments held this year in conjunction with the league; the mid-year "Mueller Open" was held at the Taylorville Lakeshore golf course on June 25th and the end of the year "Mueller Playday" held at the Scovill golf course on August 23rd.

This year the league offices were President - Ron Grant; Secretary - John Zingale; and Treasurer - Ted Workman. The lowest scratch score shot this year was a 9 hole total of 32 by Jerry Collins. Our best handicap was held by Rod Karasch with a 3.

Service Awards

JUNE, JULY, & AUGUST



David Rauch
40 years



Wm. O'Brien
40 years



Howard Plummer
40 years



Claude Stacey
44 years



Zodius Embry
40 + years



Carl Floren (Corp.)
35 years



Ken Unland (Corp.)
30 years



Howard Halbrook
30 years



Darrel Hartwig
37 + years



Keith Williams
32 + years



Robert Koshinski
25 years



Robert Runyen
25 years



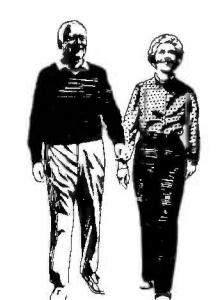
Harold Ruot
25 years



Ellen Hanley
31 + years



Harold Colclasure
25 + years



Jim Welsh
16 + years

5 YEAR

V.G. Graven
James Hudson
Tim Berg
Gerald Alsup
Jack Kensil
Ronnie Romack
Lester Patterson
Patty Huffman
Ed Olivier
John Milliman
Johnny Hunt

10 YEAR

Tony Procarione
David Sollis
Charles Sides
Terry Bridges
Richard Qualls
Larry Sloan
Steve Moroney
Darrell Nihiser
Barry Hammel
Mark Howard
Gary Wright

5 YEAR

Bruce Rounds
Sharon Wilhour
Ken Bowers
Mike Hood
William Hutchinson
Steve Dooley
Charles Moran

We all get two gifts we should use as much as possible — imagination and humor. Imagination compensates us for what we are not. A sense of humor consoles us for what we are.

Speculation

Federal debt and taxes

"A billion here, a billion there — pretty soon you're talking real money." That truth for Congress, which was attributed to the late Sen. Everett Dirksen, lives on in this fall's political grandstanding about cutting the deficit and tax reform and save American jobs." Those are great speeches, but who will benefit if there's a future price to pay for political good intentions? A century ago Ralph Waldo Emerson said "The louder he talked of his honor, the faster we counted our spoons."

Taxpayers owe \$1,200

Every American taxpayer owes \$1,200 just for the past year's federal budget deficit of \$185 billion. Borrowing to spend what Uncle Sam doesn't have jacks up the dollar's overseas value. And that makes it "terribly hard to sell U.S. goods abroad, and cheaper for foreigners to sell here," according to economist Charles Schultze. So the best way to protect America is to cut the federal deficit. Relying on protectionism, says former U.S. Trade Representative William Brock, "merely puts a lid on the thermometer, rather than turning down the heat." We should instead fire up America's labor and industry with wise tax policies.

Lax reform?

Most economists agree that many aspects of our tax laws discourage people from saving and investing. As a result too few investment dollars — billions too few — for America to spend on staying competitive. So we've lost productivity. Lost foreign trade. Lost jobs. What we do have are taxes that aim at essential industries — like oil — but hit you instead. This happens because such taxes trickle down to the consumer. Sooner or later, you end up paying.

Where does the buck stop?

"Unnecessary taxation is unjust taxation," said Rep. Abram S. Hewitt back in 1884. That's something that today's legislators ought to keep in mind. And tax policy should be more than just — more than simple and fair — it should also produce economic growth. Maybe your representatives ought to hear how you feel!

SUMMARY ANNUAL REPORT FOR MUELLER CO.

GROUP BENEFITS PLAN

This is a summary of the annual report of the Mueller Co. Group Benefits Plan EIN 37-0431610 covering employee and dependent medical costs and life insurance for the period from October 1, 1984 to November 30, 1985. Reports covering this period have been filed with the Internal Revenue Service, as required under the Employment Retirement Income Security Act of 1974 (ERISA).

Mueller Co. has committed itself to pay the medical, dental and accident and sickness claims incurred under the terms of the Plan. Subsequent to the prior Summary Report (for the twelve months ended September 30, 1984) the plan year was changed to end on November 30 to coincide with the plan year for the trust at Millikin Bank. The report below includes the two month period of October and November, 1984 and the new year of the Plan which ended November 30, 1985.

Insurance Information

The Plan has contracts with Republic National Life Insurance Company to pay death benefit claims incurred under the terms of the Plan. The total premiums paid for the 14 months ending November 30, 1984 were \$377,939.

During the 14 month period, the Plan experienced an increase in its net assets of \$4,594,947, which was the result of additional contributions made to the Trust by the employer which is available to cover incurred claims.

The following is a recapitulation of the income and expenses of the Plan for the period since the last Summary Annual Report.

14 MONTHS (Sept. 1, 1984 - Nov. 30, 1985)	
INCOME	
Contributions by employer	\$ 10,991,541
Interest on investments	388,983
Total income	<u>\$ 11,380,524</u>
 EXPENSES	
Life insurance premiums	377,939
Accident & sickness benefits	302,224
Claims paid to hospitals/doctors	5,896,914
Administrative expenses	208,500
Total expenses	<u>6,785,577</u>
Net increase in assets	<u>\$ 4,594,947</u>

Your Rights to Additional Information

You have the right to receive a copy of the full annual report, or any part thereof, on request. The items listed below are included in that report:

1. An accountant's report;
2. assets held for investment; and
3. transactions in excess of 3 percent of plan assets.

This is an article (author unknown), sent to the Pipeline from TCI-Superior. It applies to Superior Stainless, as well as any other company. All of us have to remember that we work for the customer, and that our actions on a day-to-day basis, whether you are in the factory producing the product, or on the telephone representing our company, has a great impact upon our success. We must satisfy our customers at all times if we are going to be a successful, profitable company. This means that we must deliver on time a quality product at a competitive price that generates a fair return for the company.



Mueller Co.

DECATUR, ILL. 62525

WHO'S THE BOSS?

Here's a question I'll bet you could ask a thousand working people and never get the right answer. The question is "Who's the Boss?"

There's only one boss, and whether a person shines shoes for a living or heads up the largest corporation in the world, the boss remains the same. IT'S THE CUSTOMER! He is the person who pays everyone's salary and who decides whether a business is going to succeed or fail. And he doesn't care if a business has been around a hundred years. The minute it starts treating him badly, he'll put it out of business.

This boss, the customer, has bought and will buy everything you have or will have. He's bought all of your clothes, your home, your car, your children's education, and your vacation. He pays all of your bills, and he pays them in exact proportion to the way you treat him.

The man who works deep inside a big plant on an assembly line might think he's working for the company that writes his pay check, but he is not. He's working for the person who buys the product at the end of the line, the customer. In fact, this customer can fire everyone in the company from the president on down. And he can do it by simply spending his money someplace else. This is one of the reasons why taking pride in the work we do is so important to us personally. Doing an exceptionally good job will not only bring joy and satisfaction, it will help get more customers, keep the ones you've got, and insure that you continue to get a pay check from your bosses.

Some of the largest companies that had flourishing businesses a few years ago are no longer in existence. They couldn't — or didn't — satisfy the customer. They forgot who the boss really was!

Bulk Rate
U.S. Postage
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Permit No. 500
Springfield, IL

